POTASH & PHOSPHATE INSTITUTE
POTASH REPORT SUMMARY
(Short Tons K2O)

PR 1289
JANUARY 31, 1990

DECEMBER

	CANADIAN PRODUCERS 1989	1988	Change %	UNITED STATES PRODUCERS 1989	1988	Change %	TOTAL CANADIAN & U.S. PRODUCERS 1989	1988	Change %
Beginning Inventory	2,071,183	1,532,189	35.2%	319,997	242,152	32.1%	2,391,180	1,774,341	34.8%
(+) Production	599,182	739,106	-18.9%	152,313	139,018	9.6%	751,495	878,124	-14.4%
(-) Ending Inventory	1,759,494	1,495,149	17.7%	333,961	265,021	26.0%	2,093,455	1,760,170	18.9%
(=) Total Disappearance	910,871	776,146	17.4%	138,349	116,149	19.1%	1,049,220	892,295	17.6%
(-) Exports	268,490	319,348	-15.9%	13,188	46,651	-71.7%	281,678	365,999	-23.0%
(=) Disappearance-Canada & United States	642,381	456,798	40.6%	125,161	69,498	80.1%	767,542	526,296	45.8%

SIX MONTHS (JULY-DECEMBER) OF THE FERTILIZER YEAR

	CANADIAN PRODUCERS 1989/90	'88/89	Change %	UNITED STATES PRODUCERS 1989/90	'88/89	Change %	TOTAL CANADIAN & U.S. PRODUCERS 1989/90	'88/89	Change %
Beginning Inventory	2,010,651	1,306,920	53.8%	221,730	160,093	38.5%	2,232,381	1,467,013	52.2%
(+) Production	3,458,775	4,261,866	-18.8%	908,943	795,735	14.2%	4,367,718	5,057,601	-13.6%
(-) Ending Inventory	1,759,494	1,495,149	17.7%	333,961	265,021	26.0%	2,093,455	1,760,170	18.9%
(=) Total Disappearance	3,709,932	4,073,637	-8.9%	796,712	690,807	15.3%	4,506,644	4,764,444	-5.4%
(-) Exports	1,394,385	1,973,224	-29.3%	228,177	248,797	-8.3%	1,622,562	2,222,021	-27.0%
(=) Disappearance-Canada & United States	2,315,547	2,100,413	10.2%	568,535	442,010	28.6%	2,884,082	2,542,423	13.4%

MONTH END INVENTORIES - CANADIAN AND U.S. PRODUCERS
(000's Short Tons K2O)

	JUL	AUG	SEP	OCT	NOV	DEC	JAN	FEB	MAR	APR	MAY	JUN
FY 1989/90	2,232	1,748	2,002	2,142	2,391	2,093						
FY 1988/89	1,406	1,261	1,491	1,636	1,774	1,760	1,981	2,235	2,367	2,149	2,075	2,232

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POTASH & PHOSPHATE INSTITUTE

QUARTERLY POTASH REPORT SUMMARY

(Short Tons K2O)

OCTOBER-DECEMBER

	CANADIAN PRODUCERS			UNITED STATES PRODUCERS			TOTAL CANADIAN & U.S. PRODUCERS		
	1989	1988	Change %	1989	1988	Change %	1989	1988	Change %
Beginning Inventory	1,729,597	1,302,555	32.8%	272,130	188,102	44.7%	2,001,727	1,490,657	34.3%
(+) Production	2,055,797	2,374,906	-13.4%	492,100	422,017	16.6%	2,547,897	2,796,923	-8.9%
(-) Ending Inventory	1,759,494	1,495,149	17.7%	333,961	265,021	26.0%	2,093,455	1,760,170	18.9%
(=) Total Disappearance	2,025,900	2,182,312	-7.2%	430,269	345,098	24.7%	2,456,169	2,527,410	-2.8%
(-) Exports	677,530	1,003,846	-32.5%	105,797	103,632	2.1%	783,327	1,107,478	-29.3%
(=) Disappearance-Canada & United States	1,348,370	1,178,466	14.4%	324,472	241,466	34.4%	1,672,842	1,419,932	17.8%

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
TOTAL BY U. S. AND CANADIAN PRODUCERS
(Short Tons K2O)

OCTOBER DECEMBER QUARTER, 1989 & 1988

	PRODUCTION		ENDING INVENTORY, December 31				DISAPPEARANCE	
	1989	OCT-DEC 1988	MINE SITE	OFFSITE	1989	1988	1989	OCT-DEC 1988
MURIATE								
Special Standard	26,148	41,081	17,770	14,671	32,441	23,703	36,921	47,997
Standard	727,052	971,958	519,977	188,245	708,222	455,647	565,806	908,287
Chemical	23,315	29,456	4,747	6,571	11,318	7,434	28,530	30,105
Coarse	650,042	735,413	197,171	279,007	476,178	574,156	790,017	690,921
Granular	800,507	743,325	353,813	269,651	623,464	501,649	746,673	629,676
Soluble	203,974	208,910	68,353	78,356	146,709	133,276	192,057	168,962
Sulphates	116,859	66,780	78,351	16,772	95,123	64,305	96,165	51,462
TOTAL:	2,547,897	2,796,923	1,240,182	853,273	2,093,455	1,760,170	2,456,169	2,527,410

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS		OCTOBER-DECEMBER	
	1989	OCT-DEC 1988	1989	OCT-DEC 1988	1989	OCT-DEC 1988	1989	OCT-DEC 1988	1989	1988
MURIATE										
Special Std	36	-	39,000	50,799	-	-	-	-	39,036	50,799
Standard	90,287	78,798	443,241	804,914	77,835	66,089	(2,136)	1,130	609,227	950,931
Chemical	-	-	-	-	18,669	20,303	1,925	1,926	20,594	22,229
Coarse	732,620	683,108	59,117	40,429	-	-	-	-	791,737	723,537
Granular	566,601	434,100	134,124	124,175	-	-	-	-	700,725	558,275
Soluble	90,092	77,273	19,700	34,376	34,054	28,819	47,954	38,973	191,800	179,441
Sulphates	51,944	44,685	40,300	10,712	2,079	1,807	102	44	94,425	57,248
TOTAL:	1,531,580	1,317,964	735,482	1,065,405	132,637	117,018	47,845	42,073	2,447,544	2,542,460

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE

QUARTERLY EXPORT SALES - NORTH AMERICAN PRODUCERS - (Short Tons K2O)

OCTOBER-DECEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	1,400	1,994	0	275	3,669
Australia	39	3,601	37,997	0	3,152	44,789
Belgium	0	0	13,648	0	0	13,648
Belize	0	0	346	0	102	448
Brazil	4,630	15,543	10,542	0	0	30,715
China	146,104	0	0	0	0	146,104
Colombia	11,203	16,707	6,596	0	800	35,306
Costa Rica	6,928	0	1,012	0	363	8,303
Denmark	21,968	0	0	0	0	21,968
Dom. Republic	0	0	7,275	0	0	7,275
Ecuador	3,229	242	0	0	727	4,198
France	20,910	0	0	0	0	20,910
Guatemala	1,905	0	1,918	0	0	3,823
India	500	0	0	0	0	500
Jamaica	0	2,093	0	0	0	2,093
Japan	32,631	16,506	28,547	19,700	15,516	112,900
Korea	102,796	0	0	0	0	102,796
Malaysia	30,518	0	0	0	0	30,518
Mexico	16,376	0	0	0	9,301	25,677
New Zealand	10,120	0	6,402	0	0	16,522
Nigeria	6,743	0	0	0	0	6,743
Peru	8,043	0	0	0	4,235	12,278
Philippines	17,874	0	0	0	0	17,874
Puerto Rico	0	3,025	0	0	22	3,047
South Africa	0	0	4,034	0	0	4,034
Sri Lanka	5,534	0	0	0	0	5,534
Switzerland	11,460	0	7,217	0	0	18,677
Taiwan	19,015	0	0	0	20	19,035
Thailand	3,715	0	0	0	0	3,715
Venezuela	0	0	6,596	0	5,787	12,383
TOTAL AG:	482,241	59,117	134,124	19,700	40,300	735,482
NON-AGRICULTURAL						
Argentina	20	-	-	0	0	20
Australia	0	-	-	0	71	71
Italy	0	-	-	15,955	0	15,955
Japan	509	-	-	17,582	0	18,091
Korea	498	-	-	10,778	0	11,276
Mexico	1,184	-	-	0	31	1,215
New Zealand	36	-	-	0	0	36
Sweden	303	-	-	0	0	303
Taiwan	372	-	-	3,639	0	4,011
United Kingdom	174	-	-	0	0	174
OTHER COUNTRIES (A)	(3,307)	-	-	0	0	(3,307)
TOTAL NON-AG:	(211)	-	-	47,954	102	47,845
TOTAL EXPORTS	**482,030**	**59,117**	**134,124**	**67,654**	**40,402**	**783,327**

(A) 3,307 tons to Dominican Republic; originally reported in September 1989 as non-ag standard grade, corrected to agricultural granular grade in October 1989.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY CANADIAN PRODUCERS
(Short Tons K2O)

OCTOBER DECEMBER QUARTER, 1989 & 1988

	PRODUCTION		ENDING INVENTORY, December 31				DISAPPEARANCE	
	1989	OCT-DEC 1988	MINE SITE	OFFSITE	1989	1988	1989 OCT	1988
MURIATE								
Special Standard	28,148	41,081	12,775	14,621	27,447	23,703	36,921	47,997
Standard	604,358	818,105	428,337	188,188	616,825	548,772	446,063	788,808
Chemical	20,065	25,975	3,518	6,571	10,089	5,762	25,741	27,257
Coarse	512,227	694,911	176,196	279,007	455,203	553,613	750,554	654,395
Granular	544,171	595,751	244,767	259,226	503,993	437,645	582,708	505,057
Soluble	198,828	199,083	67,587	78,356	140,943	125,654	183,913	158,798
TOTAL	2,055,797	2,374,906	933,175	826,319	1,759,494	1,495,149	2,025,900	2,182,312

	AGRICULTURAL SALES				NON AGRICULTURAL SALES				TOTAL AG & NON-AG SALES OCTOBER-DECEMBER	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS			
	1989	OCT DEC 1988	1989	OCT DEC 1988	1989	OCT-DEC 1988	1989	OCT DEC 1988	1989	1988
MURIATE										
Special Std	39		39,000	50,799					39,036	50,799
Standard	55,952	40,073	392,022	145,466	44,648	36,298		(11)	492,622	822,326
Chemical					16,540	17,920	1,577	937	17,117	18,857
Coarse	698,980	649,792	54,450	36,375					753,430	686,167	
Granular	411,605	335,388	122,827	96,931					536,432	432,319
Soluble	83,185	67,120	19,700	34,376	32,811	26,061	47,954	38,973	183,650	166,580
TOTAL	1,251,758	1,092,423	627,999	463,947	92,999	80,279	49,531	39,899	2,022,287	2,177,048

Note: Exports are listed on reverse

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - CANADIAN PRODUCERS - (Short Tons K2O)

OCTOBER-DECEMBER 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	TOTAL
Australia	39	3,601	37,997	0	41,637
Belgium	0	0	13,648	0	13,648
Brazil	4,63	15,543	10,542	0	30,715
China	146,104	0	0	0	146,104
Columbia	0	16,707	6,596	0	23,303
Costa Rica	3,186	0	661	0	3,847
Denmark	21,968	0	0	0	21,968
France	20,910	0	0	0	20,910
Guatemala	,,005	0	1,818	0	3,823
India	500	0	0	0	500
Jamaica	0	2,093	0	0	2,093
Japan	24,005	16,506	27,216	19,700	87,427
Korea	102,796	0	0	0	102,796
Malaysia	30,518	0	0	0	30,518
New Zealand	16,522	0	0,402	0	16,522
Nigeria	6,743	0	0	0	6,743
Philippines	17,874	0	0	0	17,874
South Africa	0	0	4,034	0	4,034
Sri Lanka	5,534	0	0	0	5,534
Switzerland	1,46	0	7,217	0	18,677
Taiwan	19,015	0	0	0	19,015
Thailand	3,715	0	0	0	3,715
Venezuela	0	0	6,596	0	6,596
TOTAL AG:	431,022	54,450	122,827	19,700	627,999
NON-AGRICULTURAL					
Italy	0	-	-	15,955	15,955
Japan	497	-	-	17,582	18,079
Korea	498	-	-	10,778	11,276
New Zealand	36	-	-	0	36
Taiwan	372	-	-	3,639	4,011
United Kingdom	174	-	-	0	174
TOTAL NON-AG:	1,577	-	-	47,954	49,531
TOTAL EXPORTS	432,599	54,450	122,827	67,654	677,530

POTASH & PHOSPHATE INSTITUTE
QUARTERLY REPORT OF POTASH PRODUCTION, INVENTORY, DISAPPEARANCE & SALES
BY U. S. PRODUCERS
(Short Tons K2O)

OCTOBER DECEMBER QUARTER, 1989 & 1988

	PRODUCTION		ENDING INVENTORY, December 31				DISAPPEARANCE	
	1989	OCT-DEC 1988	MINE SITE	OFFSITE	1989	1988	1989 OCT-DEC	1988
MURIATE								
Standard	122,694	153,853	91,640	(243)	91,397	106,875	119,743	119,479
Chemical	3,250	3,481	1,229	-	1,229	1,672	2,789	2,848
Coarse	37,815	40,502	20,975	-	20,975	20,543	39,463	36,526
Granular	206,336	147,574	109,046	10,425	119,471	64,004	163,965	124,619
Soluble	5,146	9,822	5,766	-	5,766	7,622	8,144	10,164
Sulphates	116,859	66,780	78,351	16,772	95,123	64,305	96,165	51,462
TOTAL:	492,100	422,011	307,007	26,954	333,961	265,021	430,269	345,098

	AGRICULTURAL SALES				NON-AGRICULTURAL SALES				TOTAL AG & NON-AG SALES OCTOBER-DECEMBER	
	U.S. & CANADA		EXPORTS		U.S. & CANADA		EXPORTS			
	1989	OCT-DEC 1988	1989	OCT-DEC 1988	1989	OCT-DEC 1988	1989	OCT-DEC 1988	1989	1988
MURIATE										
Standard	34,335	38,725	51,219	59,448	33,187	29,291	(2,136)	1,141	116,605	128,605
Chemical	-	-	-	-	3,129	2,383	348	989	3,477	3,372
Coarse	33,640	33,316	4,667	4,054	-	-	-	-	38,307	37,370
Granular	152,996	98,712	11,297	27,244	-	-	-	-	164,293	125,956
Soluble	6,907	10,103	-	-	1,243	2,758	-	-	8,150	12,861
Sulphates	51,944	44,685	40,300	10,712	2,079	1,807	102	44	94,425	57,248
TOTAL:	279,822	225,541	107,483	101,458	39,638	36,239	(1,686)	2,174	425,257	365,412

Note: Exports are listed on reverse.

POTASH & PHOSPHATE INSTITUTE
QUARTERLY EXPORT SALES - U.S. PRODUCERS - (Short Tons K2O)

OCTOBER-DECEMBER, 1989

AGRICULTURAL	STANDARD	COARSE	GRANULAR	SOLUBLE	SULPHATES	TOTAL
Argentina	0	1,400	1,994	0	275	3,669
Australia	0	0	0	0	3,152	3,152
Belize	0	0	346	0	102	448
Colombia	11,203	0	0	0	800	12,003
Costa Rica	3,742	0	351	0	363	4,456
Dom. Republic	0	0	7,275	0	0	7,275
Ecuador	3,229	242	0	0	727	4,198
Japan	8,626	0	1,331	0	15,516	25,473
Mexico	16,376	0	0	0	9,301	25,677
Peru	8,043	0	0	0	4,235	12,278
Puerto Rico	0	3,025	0	0	22	3,047
Taiwan	0	0	0	0	20	20
Venezuela	0	0	0	0	5,787	5,787
TOTAL AG:	51,219	4,667	11,297	0	40,300	107,483
NON-AGRICULTURAL						
Argentina	20	-	-	0	0	20
Australia	0	-	-	0	71	71
Japan	12	-	-	0	0	12
Mexico	1,184	-	-	0	31	1,215
Sweden	303	-	-	0	0	303
OTHER COUNTRIES	(3,307)	-	-	0	0	(3,307)
TOTAL NON-AG:	(1,788)	-	-	0	102	(1,686)
TOTAL EXPORTS	49,431	4,667	11,297	0	40,402	105,797

(A) 3,307 tons to Dominican Republic; originally reported in September 1989 as non-ag standard grade, corrected to agricultural granular grade in October 1989.